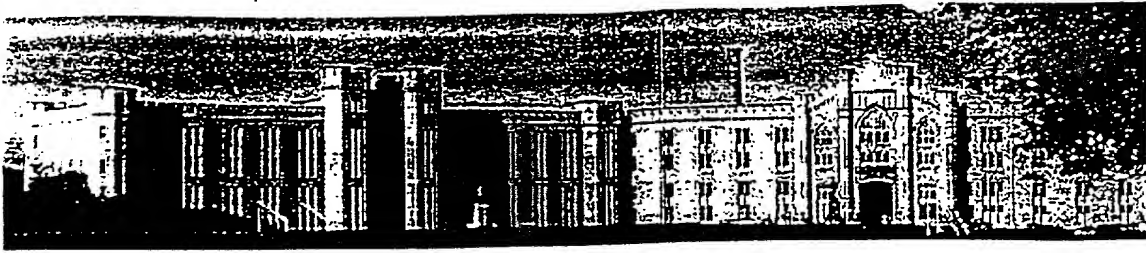


FIGURE 1



Bill, we've appreciated your interest in VMI. Do you still intend to apply to VMI, or do you need another application or any other information?

- ☐ Yes, I will be applying
- ☐ No, thank you. I will not be applying to VMI
- ☐ I am still undecided
- ☐ Please send me another application
- ☐ Please e-mail me, I have another question

Bill, if you have 2 more minutes, I would appreciate it very much if you would take a look at the questions below and respond where appropriate.

Thank You.

How much influence does each of the following factors have on your decision to apply to VMI?

Not important at all  
Not very important  
Somewhat unimportant  
Neutral  
Somewhat important  
Important  
Very important

- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Campus is safe and secure
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ You offer majors that interest me
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ You have an athletics program that fits my needs
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Extracurricular activities that I enjoy are available
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Admission staff is accessible
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Faculty care about students as individuals
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ VMI prepares me for a career that interests me

What other schools will you be applying for?


Figure 2a

## Student Info Correction...

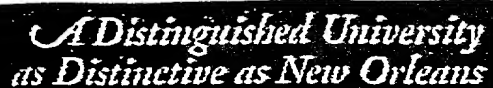
Bill	(First Name)
	(Preferred Name)
	(Middle Name)
Royall	(Last Name)
10001 Patterson Avenue	(Address 1)
	(Address 2)
Richmond	(City)
AL 23233	(Zip)
8047418965	(Phone)
bill@royall.com	(E-Mail Address)
Marketing	(1st Academic Interest)
Undecided	(2nd Academic Interest)

Thank you again, Bill, for taking the time to complete this survey.

If you would like any more information on our school, please visit our web site at [www.vmi.edu](http://www.vmi.edu) , or e-mail us at [VMIsurvey@admissionsinfo.com](mailto:VMIsurvey@admissionsinfo.com)

Submit Information...

Clear Form

Peter, we've appreciated your interest in Tulane. Do you still intend to apply to Tulane, or do you need another application or any other information?

- ☒ Yes, I will be applying.
- ☐ No, thank you. I will not be applying to Tulane.
- ☐ I am still undecided.

[Submit, not interested in survey.](#)

#### Student Information Correction...

Peter	(First Name)
Peter	(Preferred Name)
William	(Middle Name)
Marshall	(Last Name)
6010 St. Andrews Lane	(Address 1)
	(Address 2)
Richmond	(City)
VA 23226-3221	(Zip)
804-673-9045	(Phone)
ss100x@erols.com	(E-Mail Address)
Medicine	(1st Academic Interest)
Law	(2nd Academic Interest)

- ☐ Please send me another application.
- ☐ Please e-mail me; I have another question.

Peter, if you have two more minutes, I would appreciate it very much if you would take a look at the questions below and respond where appropriate.

Thank You.

How much influence does each of the following factors have on your decision to apply to Tulane?

Fig rec 2b



Not important at all  
Not very important  
Somewhat unimportant  
Neutral  
Somewhat important  
Important  
Very important

- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Campus is safe and secure
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Majors that interest me
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Athletics program that fits my needs
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Extracurricular activities that I enjoy, are available
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Admission staff is accessible
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Faculty care about students as individuals
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Tulane prepares me for a career that interests me
- ☐ ☐ ☐ ☐ ☐ ☐ ☐ Tulane location is desirable and meets my needs

Are you thinking of attending:

- ☒ School of Architecture
- ☐ School of Business
- ☐ School of Engineering
- ☐ Graduate School
- ☐ Law School
- ☐ Medical School
- ☐ Newcomb College
- ☐ School of Public Health
- ☐ School of Social Work
- ☐ Tulane College
- ☐ University College

What other schools will you be applying for?

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Thank you again, Peter, for taking the time to complete this survey.

[Submit Information](#)

[Clear Form](#)

If you would like any more information on our school, please visit our web site at [www.tulane.edu](http://www.tulane.edu), or e-mail us at [Tulanesurvey@admissions-info.com](mailto:Tulanesurvey@admissions-info.com)

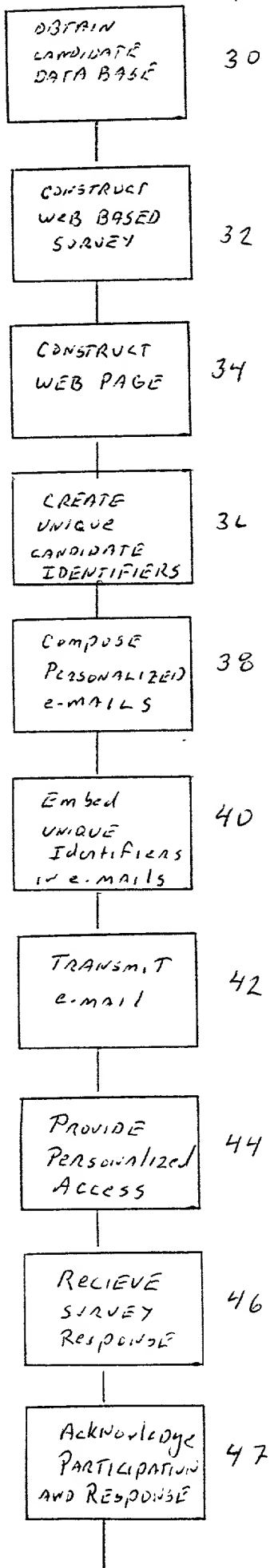
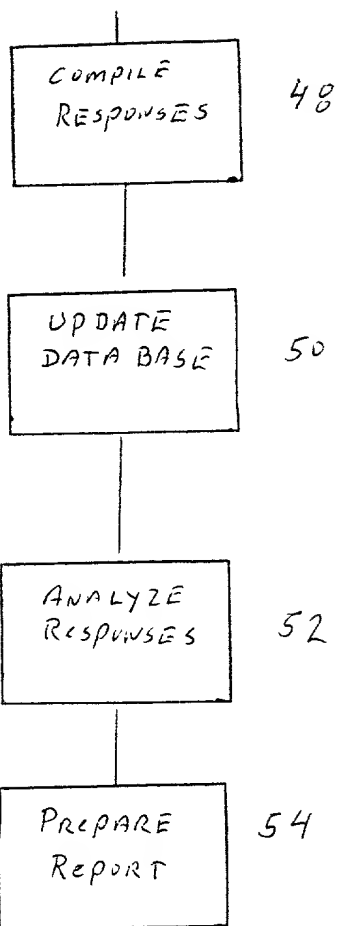


FIGURE 3



Countiss, Justin

---

From: Freeman, Ned  
Sent: Tuesday, May 02, 2000 10:30 AM  
To: Palmer, Brandy  
Cc: Countiss, Justin; Marshall, Peter  
Subject: VMI fake test - I'll explain.

I'm emailing because I haven't received your application yet. I've set up a special web page to help me make sure you have everything you need. Would you please take a moment to visit [http://www.admissions-info.com/vm/web\\_survey/vmi.asp?i=3.0VM000000547.7](http://www.admissions-info.com/vm/web_survey/vmi.asp?i=3.0VM000000547.7) Thank you!

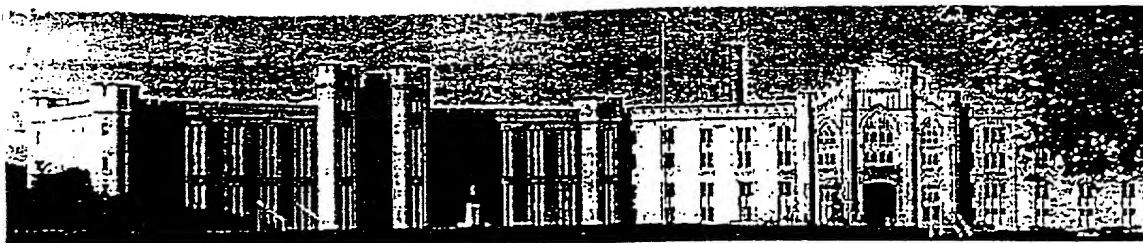
Vernon L. Beitzel  
Colonel  
Director of Admissions  
Virginia Military Institute

SCANNED # 8

Figure 7

Figure 4





Bill, thank you for taking the time to fill out your survey.

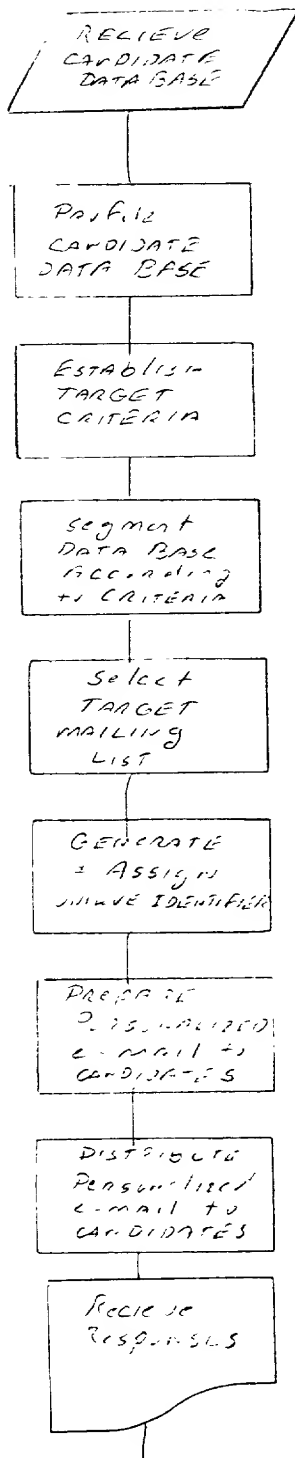
We look forward to communication with you in the coming weeks; and making your VMI experience more complete.

For more information, please visit our [web site](#).



Figure 5

SCANNED # 8



JCS79 U.S. PTO  
09/931749  
08/20/01

FIGURE 6

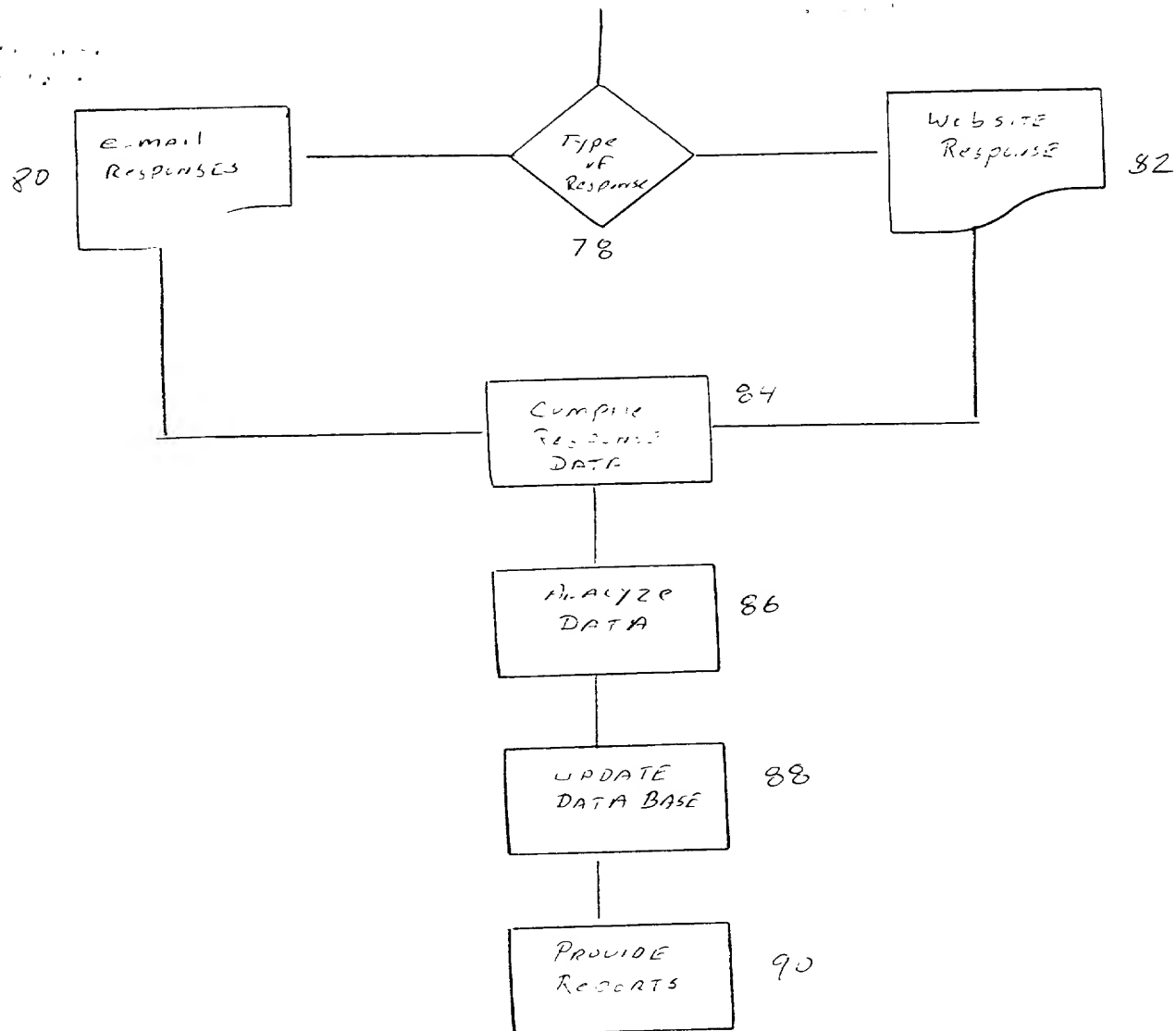
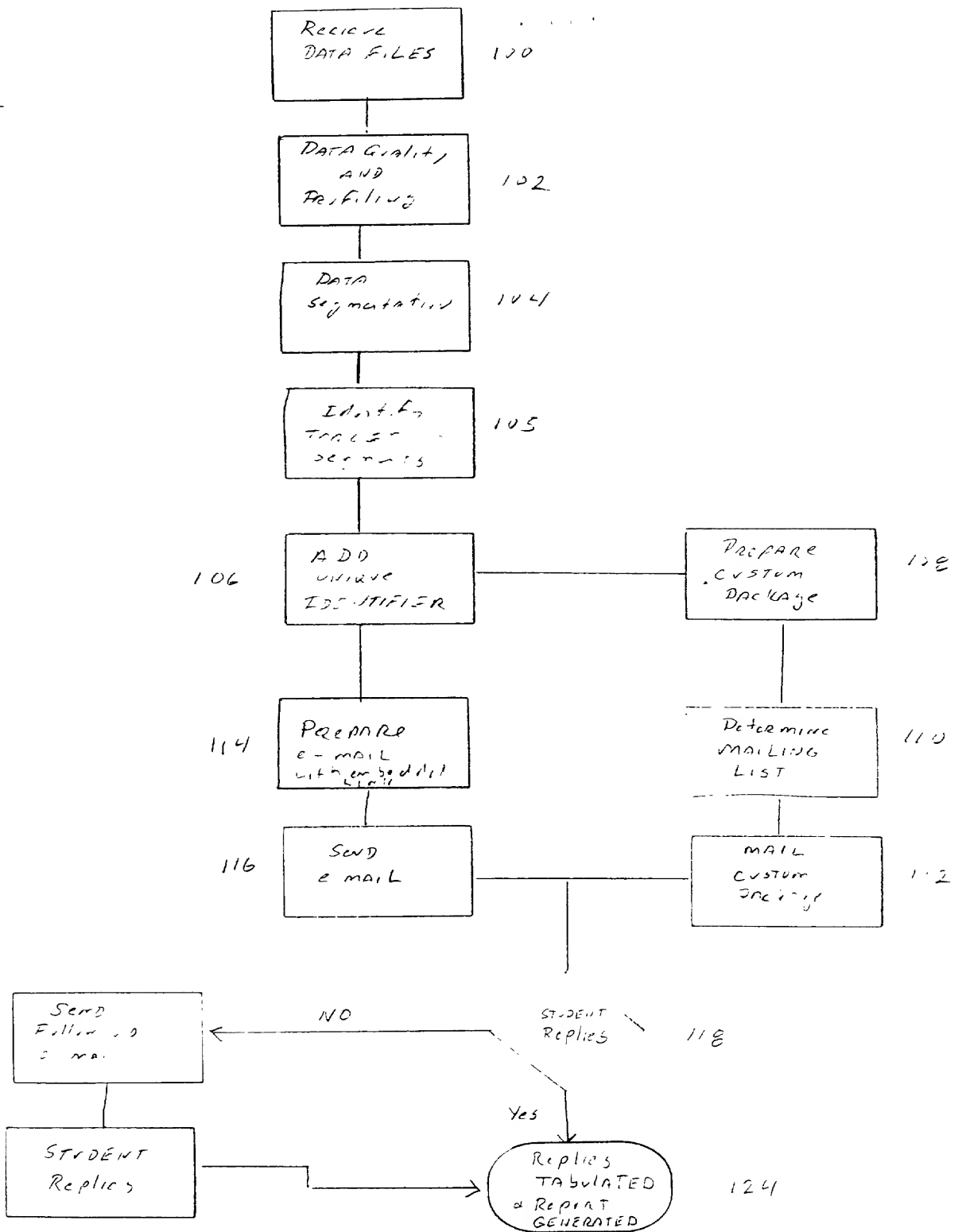


FIGURE 7



From: Emory University Admissions [SMTP:emory@admissions-info.org]  
Sent: Friday, August 18, 2000 1:14 PM  
To: 'crystal@royall.com'  
Subject: You're invited - Internal Test

I think you and your family will have a great time, and I want to make sure you don't miss out. Please click on the link below to let me know if you'll be attending.

Thanks,  
Ronnie McKnight  
Emory University Admissions

<http://www.admissions-info.org/eu/ws001/start.asp?i=999EU17934867100>

[illegible]

Figure 2